



BUFFALO NIAGARA 2018 *Economic Guide*



INVEST **BUFFALO
NIAGARA**

BUFFALONIAGARA.ORG

WELCOME

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The Buffalo Niagara region is undergoing phenomenal transformations spurred by billions in public and private investment. Redevelopment and new construction abound, and businesses from retail establishments to technology centers are opening at the fastest pace in more than 50 years. There's never been a better time to invest, work, and live here.

REGIONAL ADVANTAGES

- Proximity to major eastern and mid-western U.S. cities as well as a shared border with our country's leading trade partner, Canada
- Low-cost and reliable energy available to power high-tech manufacturing and computing
- A vibrant cluster of 21 colleges and universities with enrollment of more than 105,000 students
- 120+ acre medical campus and collaborative research park in downtown Buffalo
- Easily accessible, with one of the lowest costs of living and easiest commutes of similarly sized metropolitan areas in the U.S.
- Affordable commercial and residential real estate
- A unique collection of significant historic and natural resources

Contact us to learn more about locating your business in the Buffalo Niagara region.

INVEST
BUFFALO NIAGARA

**Come grow your
business with us.**

257 West Genesee Street, Suite 600, Buffalo, NY 14202

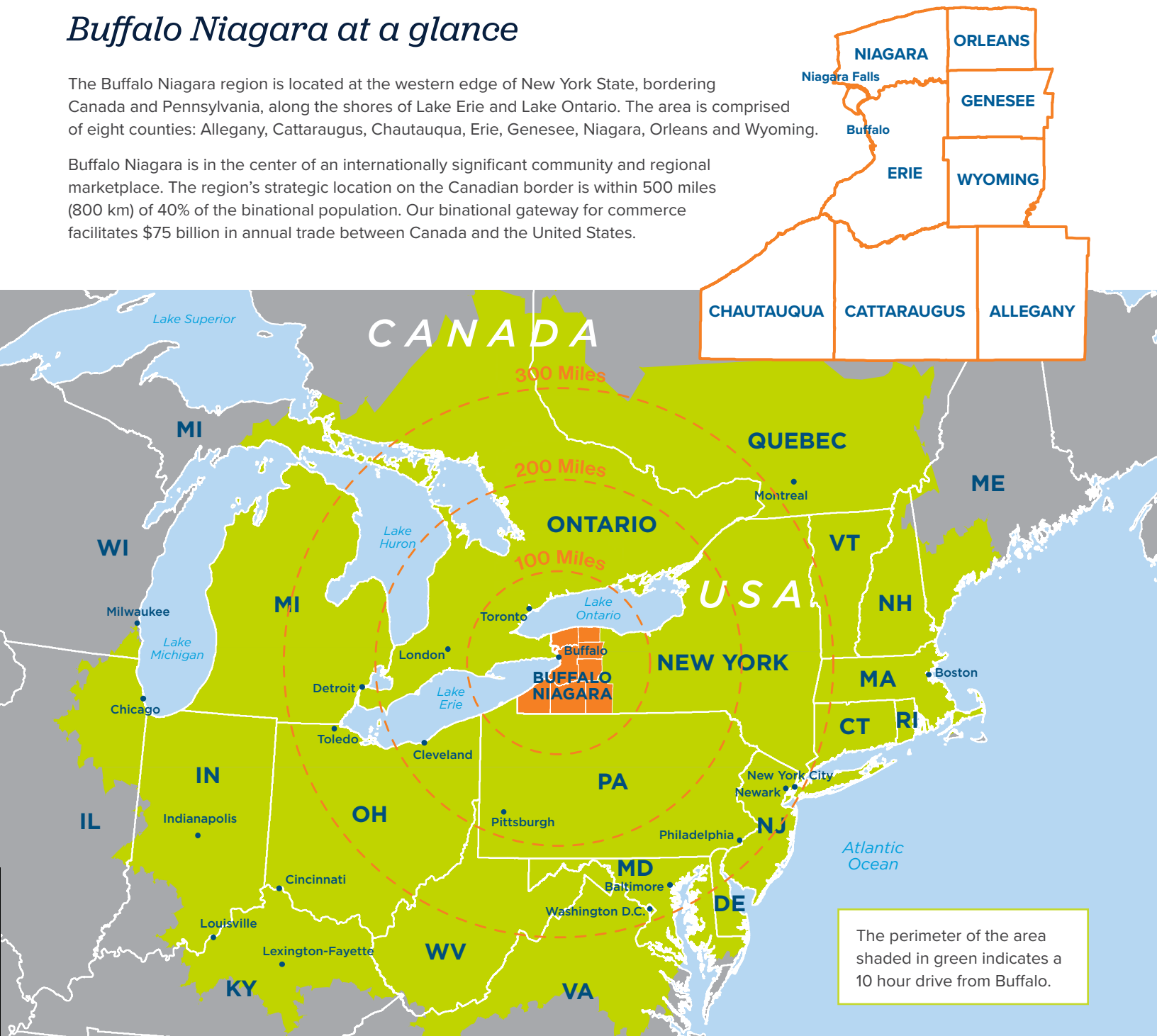
716.842.1330 | buffaloniagara.org



Buffalo Niagara at a glance

The Buffalo Niagara region is located at the western edge of New York State, bordering Canada and Pennsylvania, along the shores of Lake Erie and Lake Ontario. The area is comprised of eight counties: Allegany, Cattaraugus, Chautauqua, Erie, Genesee, Niagara, Orleans and Wyoming.

Buffalo Niagara is in the center of an internationally significant community and regional marketplace. The region's strategic location on the Canadian border is within 500 miles (800 km) of 40% of the binational population. Our binational gateway for commerce facilitates \$75 billion in annual trade between Canada and the United States.



MARKET ACCESS

Get there in less than 10 hours:

• TORONTO, ONTARIO	98.6 mi	• MONTREAL, QUEBEC	401.6 mi
• CLEVELAND, OHIO	190.3 mi	• PHILADELPHIA, PENN.	406.5 mi
• PITTSBURGH, PENN.	217.0 mi	• BOSTON, MASSACHUSETTS	458.7 mi
• DETROIT, MICHIGAN	256.2 mi	• WASHINGTON, DC	459.6 mi
• NEW YORK CITY, NEW YORK	399.2 mi	• CHICAGO, ILLINOIS	546.6 mi

AIR

Integrated express, commercial passenger carrier and air-cargo activity within the region is concentrated at the Buffalo Niagara International Airport. There is additional cargo capacity at the Niagara Falls International Airport. Both offer excellent access to interstate and state highways and are near U.S.-Canada border crossings.



4.6 MILLION PEOPLE FLY THE FRIENDLY SKIES FROM BUFFALO ANNUALLY

Source: U.S. Department of Transportation – Bureau of Transportation Statistics – 2017

Since 2004, planes have been grounded at Buffalo Niagara International Airport due to snow an average of only 4.25 hours/year.

AVERAGE ONE-WAY FARE COMPARISON:

Buffalo-Niagara Falls, NY **\$183**

Portland, OR **\$188**

Boston, MA **\$215**

Albuquerque, NM **\$217**

Jacksonville, FL **\$217**

Austin, TX **\$226**

Source: U.S. Department of Transportation –
Consumer Airfare Report, Q2 2017

DIRECT FLIGHT TIMES FROM BUFFALO

Boston, MA	1 hour 20 minutes	Atlanta, GA	2 hours 10 minutes
New York, NY	1 hour 30 minutes	Minneapolis, MN	2 hours 15 minutes
Washington, DC	1 hour 30 minutes	Phoenix, AZ	4 hours 45 minutes
Chicago, IL	1 hour 50 minutes	Las Vegas, NV	4 hours 50 minutes

Direct Flights from Buffalo

100 DAILY FLIGHTS WITH NON-STOP SERVICE TO 22 CITIES AND 26 AIRPORTS



DEMOGRAPHICS



1,527,344
WNY TOTAL
POPULATION



237.2
(POP/SQ MI) WNY
POPULATION DENSITY



648,243
TOTAL WNY
HOUSEHOLDS

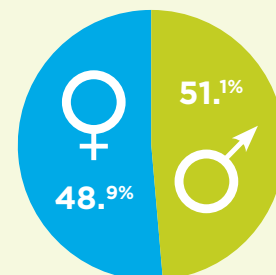
2017 Estimate, Source: Applied Geographic Solutions

POPULATION BY AGE

AGE	POPULATION	PERCENTAGE
0-4	81,283	5.32%
5-9	83,319	5.46%
10-19	189,853	12.43%
20-29	208,676	13.66%
30-39	182,244	11.93%
40-49	179,922	11.78%
50-59	223,292	14.62%
60-64	105,191	6.89%
65+	273,564	17.91%

MEDIAN AGE = 40.7

2017 Estimate, Source: Applied Geographic Solutions



POPULATION BY GENDER

	POPULATION	PERCENTAGE
Female	779,816	51.1%
Male	747,828	48.9%

2017 Estimate, Source: Applied Geographic Solutions

“Invest Buffalo Niagara, along with state and local agencies, greatly contributed to our decision to locate and grow our new business in the WNY area. The ongoing support of Invest BN and the accomplished workforce will ensure our success here.”

— Hany Tadrus, Business Development Director
TexWeb, Inc.





BAK USA ©KC KRATT

HOUSEHOLDS BY INCOME

\$0-\$9,999	47,727	7.4%
\$10,000-\$19,999	69,652	10.7%
\$20,000-\$29,999	67,255	10.4%
\$30,000-\$39,999	63,475	9.8%
\$40,000-\$49,999	55,982	8.6%
\$50,000-\$59,999	53,710	8.3%
\$60,000-\$74,999	64,157	9.9%
\$75,000-\$99,999	84,845	13.1%
\$100,000+	141,440	21.8%

2017 Estimate, Source: Applied Geographic Solutions

EMPLOYMENT AND BUSINESS

Age 16+ Population	1,256,311	
In Labor Force	726,620	→
Not in Labor Force	529,691	
Number of Establishments	60,292	

- Employed: **685,900 (94.4%)**
- Unemployed: **40,000 (5.5%)**
- In Armed Forces: **720 (0.1%)**

2016 Estimate, Source: America's Community Survey (5-Year Estimates 2011-2016); NYS Department of Labor (2017 Annual); Applied Geographic Solutions (2017 Estimate)

EDUCATIONAL ATTAINMENT

Age 20+ Population	1,172,889	
Grade K-8	34,250	3.2%
Grade 9-12	71,107	6.7%
High School Graduate	339,043	31.8%
Some College, No Degree	199,877	18.7%
Associates Degree	128,566	12.0%
Bachelors Degree	165,764	15.5%
Graduate Degree	129,219	12.1%

2017 Estimate, Source: Applied Geographic Solutions

715,943
HOUSING UNITS

Owner Occupied	434,541	60.7%
Renter Occupied	213,702	29.8%
Vacant	67,700	9.8%

2017 Estimate, Source: Applied Geographic Solutions

**AVERAGE HOUSEHOLD
INCOME =
\$69,205**

2017 Estimate, Source: Applied Geographic Solutions

EMPLOYMENT BY COUNTY

	EMPLOYED	UNEMPLOYED
Allegany	18,500	1,300
Cattaraugus	32,500	2,200
Chautauqua	52,500	3,400
Erie	425,400	23,300
Genesee	28,300	1,400
Niagara	94,900	6,300
Orleans	16,700	1,100
Wyoming	17,100	1,000

Annual 2017 Source: NYS Department of Labor

COMMERCIAL REAL ESTATE

TOTAL OFFICE

Market Size 34,050,244 Sq. Ft.

Lease Rates \$15 - \$26 / Sq. Ft.

Vacancy Rate 13.1%

(In line with US vacancy rate of 12.9%)



TOTAL INDUSTRIAL

Market Size 66,442,594 Sq. Ft.

Sale Rate \$32.85 / Sq. Ft.

Availability Rate 3.5%



CLASS A OFFICE

Market Size 8,776,672 Sq. Ft.

Lease Rates \$19 - \$26 / Sq. Ft.

Vacancy Rate 13.9%



425,000

**SQ. FT. NEW OFFICE
CONSTRUCTION
PROPOSED IN 2018**

Source: CBRE Marketview Report - 2017

605,000

**SQ. FT. NEW INDUSTRIAL
CONSTRUCTION
PROPOSED IN 2018**

Source: CBRE Marketview Report - 2017

COMMERCIAL LISTING SERVICE

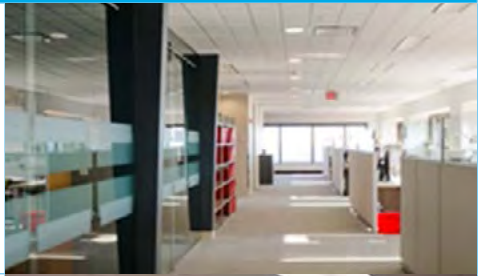





The Buffalo Niagara Commercial Listing Service (CLS) features powerful research tools concerning community data and area businesses—above and beyond commercial real estate listings—that are available online to anyone, free of charge, 24/7: buffaloniagaracls.com



GENESEE VALLEY AGRI-BUSINESS PARK

©JAMES CAVANAUGH

FEATURED PROPERTIES

<p>Seneca One Tower Buffalo, NY 14203</p>	<p>Class A Office Tower</p> <p>Up to 600,000 sq.ft. of office space is available at Seneca One Tower, Buffalo's largest office building, which spans 38 stories and offers 22,000 sq. ft. floor plates.</p>	
<p>231 East Avenue Albion, NY 14411</p>	<p>Plug-n-Play Call Center</p> <p>Size: 2 floors, 130,000 sq. ft., availability range 65,000 sq. ft.– 130,000 sq. ft.</p>	
<p>Bethlehem Redevelopment Area Lackawanna, NY 14218</p>	<p>Brownfield Redevelopment Park</p> <p>150 acres of remediated brownfield acreage for advanced manufacturing and technology developments. Adjacent to the Port of Buffalo. Lucrative tax credits available through NYS Brownfield Cleanup Program (BCP).</p>	
<p>Western New York Science and Technology Advanced Manufacturing Park (WNY STAMP) Alabama, NY 14013</p>	<p>WNY Mega Site</p> <p>1,250 acres located in Genesee County and can accommodate nanotechnology companies including semiconductor 450mm chip fab, flat panel display, photovoltaic manufacturing, and advanced manufacturing.</p>	
<p>6400 Sherdian Drive Williamsville, NY 14221</p>	<p>Class A Office Building</p> <p>Size: Three floors, 115,000 sq. ft.; available suites range from 1,790 to 19,582 sq. ft.</p>	
<p>Riverview Solar Technology Park Tonawanda, NY 14150</p>	<p>Mixed Use Solar Park</p> <p>Size: 3 to 100 acre lots available. 56,000 to 104,000 sq. ft. existing building space and 10,000 to 500,000 sq. ft. proposed building space planned.</p>	

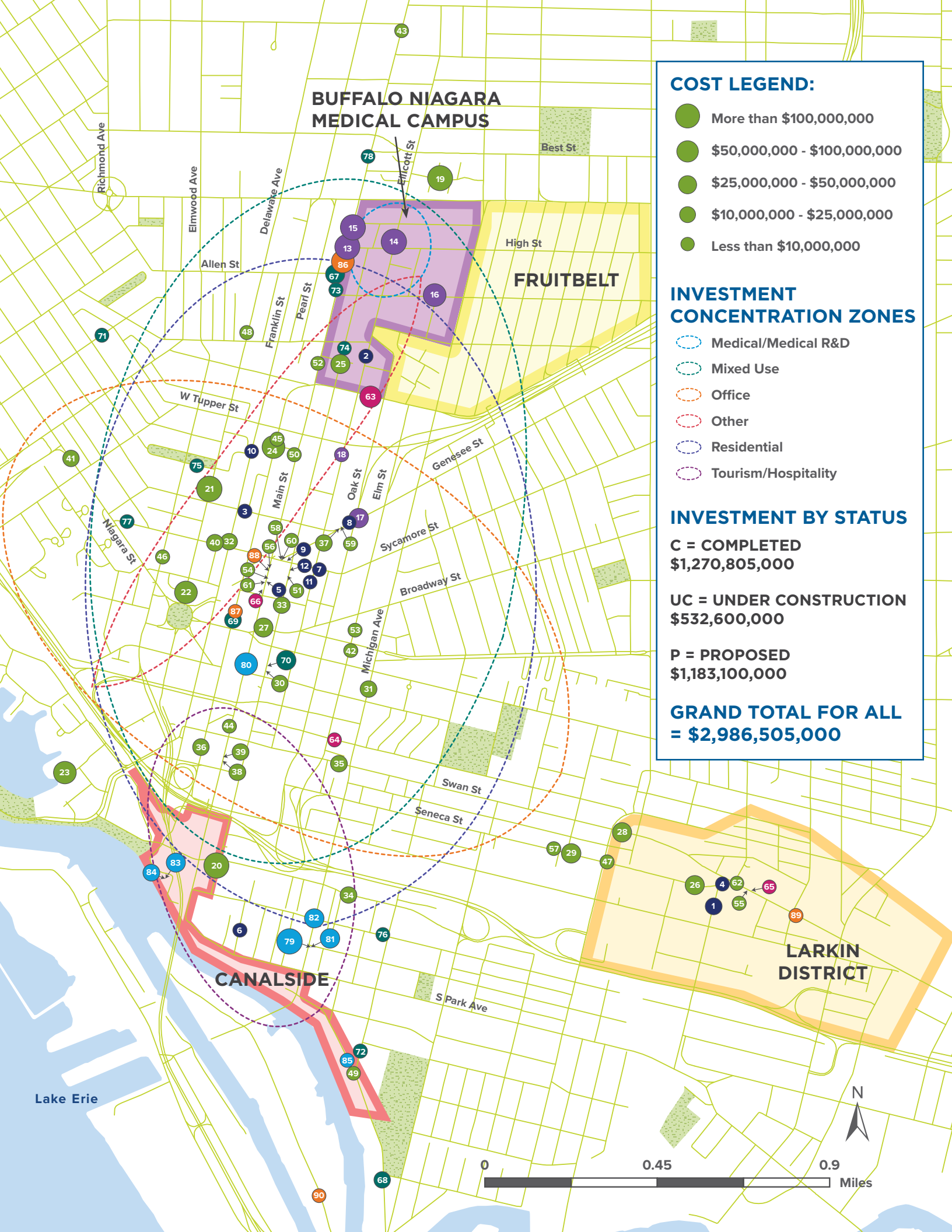
For more information on these properties visit: buffaloniagara.org/featured-properties

DOWNTOWN DEVELOPMENT

There has been a significant upswing in downtown Buffalo's redevelopment. The map points have been scaled based on each project's investment amount and the colors represent project type. This map paints a vivid picture of the resurgence the city is undergoing. More maps available at buffaloniagara.org.

ID	PROPERTY NAME	COST	YEAR	STATUS
COMMERCIAL				
1	Larkin- U Building	\$13,400,000	2012	C
2	BNMC- DiG Space	\$10,000,000	2013	C
3	Calumet Building	\$2,900,000	2012	C
4	Larkin- Hydraulic Hearth	\$2,000,000	2014	C
5	Main Street Studios Building	\$1,200,000	2014	C
6	Buffalo Iron Works	\$1,000,000	2013	C
7	Big Ditch Brewery	-	2015	C
8	Former Dog-e-Style	-	2014	C
9	Oshun	-	2014	C
10	Dinosaur Bar-B-Que	-	2014	C
11	Tappo	-	2013	C
12	Former Impulse/Club Diablo	-	2013	C
MEDICAL				
13	UB Medical School	\$375,000,000	2016	C
14	Oishei Children's Hospital of Buffalo	\$267,000,000		C
15	The Conventus Building	\$110,000,000	2016	C
16	The Scott Bieler Clinical Sciences Center	\$50,500,000	2016	C
17	Catholic Health Headquarters	\$46,000,000	2014	C
18	Former Frey the Wheelman	\$5,000,000		UC
MIXED USE				
19	The Pilgrim Village	\$200,000,000	2016	UC
20	Harbor Center/ Marriott Hotel	\$200,000,000	2015	C
21	Delaware North Companies	\$110,000,000	2015	C
22	Statler City	\$80,000,000		UC
23	The Carlo	\$75,000,000	2013	P
24	Buffalo Christian Center	\$75,000,000		UC
25	TriCo building	\$50,000,000	2014	P
26	Larkin Center of Commerce	\$50,000,000	2012	C
27	Tishman Building/ 10 Lafayette Building	\$42,000,000	2014	C
28	A&P Warehouse	\$38,000,000		P
29	500 Seneca	\$36,000,000	2015	UC
30	Apts at the Lafayette	\$35,000,000	2011	C
31	Compass East	\$21,000,000	2015	C
32	Curtis Hotel	\$20,000,000	2016	C
33	The Sinclair	\$16,040,000		C
34	The Fairmont Creamery	\$13,700,000	2015	C
35	Apartments at The Hub	\$13,500,000	2014	C
36	The Webb Building/ The Lofts at Pearl	\$13,000,000	2012	C
37	Genesee Gateway	\$13,000,000	2013	C
38	Marine Trust Building	\$12,300,000		P
39	Roblin Building	\$12,300,000		UC
40	Livery Stable	\$12,000,000	2013	C
41	Turner Brothers Lofts	\$11,400,000	2016	UC
42	The Planing Mill	\$8,500,000	2015	C
43	The former W.S. Hein Publishing Co.	\$8,000,000	2015	C
44	White Building/Cathedral Place	\$8,000,000	2016	UC
45	Saturn Building	\$6,500,000	2014	UC
46	100 South	\$5,500,000	2012	C

ID	PROPERTY NAME	COST	YEAR	STATUS
47	550 Seneca Street	\$5,400,000	2015	C
48	Twain Tower	\$4,500,000	2014	C
49	301 Ohio	\$4,500,000	2016	C
50	Birzon Building	\$4,400,000	2015	C
51	Alexandre Apartments	\$4,000,000	2016	C
52	810 Main Street	\$3,500,000	2016	P
53	Jansen Bros.	\$1,400,000	2015	C
54	523 Main Street	\$1,000,000	2014	C
55	Larkin- Kamman Building	\$1,000,000	2013	C
56	Raclette's	\$850,000	2016	C
57	474 Seneca	\$750,000	2016	UC
58	Former Texas Red Hot Building	\$600,000	2016	UC
59	The Lofts at Genesee	\$165,000	2015	C
60	Carmina Residence/Just Fries	\$150,000	2014	C
61	Former Stewart & Benson Building	-	2011	C
62	Larkin- Schaefer Building	-	2012	C
OFFICE				
63	UB Downtown Gateway	\$46,000,000	2013	C
64	Gutman Building	\$3,800,000		P
65	Select One	\$1,700,000	2015	C
66	Ricotta & Visco	\$1,500,000	2013	C
RESIDENTIAL				
67	Red Jacket Development	\$42,000,000		UC
68	Buffalo River Landing	\$18,000,000	2016	C
69	The Glennly	\$12,300,000	2016	C
70	The AM&As Warehouse Lofts	\$11,000,000	2010	C
71	Allentown Square Apartments	\$7,000,000		C
72	Cooperage Lofts	\$6,600,000		UC
73	Bosche Building	\$6,200,000	2016	C
74	Phoenix Brewery	\$5,900,000	2016	C
75	Graystone	\$5,200,000	2014	C
76	Elk Terminal Lofts expansion	\$3,000,000	2016	C
77	West Huron Lofts (Lake Hotel)	\$1,800,000		C
78	Waldorf Apartments	\$1,500,000		C
TOURISM				
79	Seneca Buffalo Creek Casino	\$130,000,000	2013	C
80	AM&As	\$70,000,000		P
81	Seneca Buffalo Creek Casino Expansion	\$40,000,000	2016	C
82	One Canalside/Courtyard Buffalo	\$30,000,000	2014	C
83	Explore & More Children's Museum	\$24,000,000		UC
84	Pierce Arrow Museum Expansion	\$10,000,000		P
85	River Fest Pavilion	\$2,400,000	2015	C
OTHER				
86	Salvation Army and EPIC Buildings	\$90,000,000	2014	P
87	The Antonio- Phase 1	\$7,000,000	2012	C
88	D'Avolio	\$1,000,000	2014	C
89	Larkin Bowling	\$250,000	2016	P
90	Man-O-Trees	-		P



BUSINESS COMMUNITY

WNY'S FASTEST GROWING COMPANIES

ESC Business Solutions

CME4Life

Blue Bridge Financial

2017, Source: Inc. Magazine

FORTUNE 1000 COMPANIES

 **M&T Bank** #455

 **Tops** #818
Friendly Markets

MOOG #828

2017, Source: Fortune Magazine

TOP PRIVATE COMPANIES

 **RICH'S** #116

 **Delaware North** #142

 **Tops** #185
Friendly Markets

2016, Source: Forbes Magazine

TOP PRIVATE SECTOR COMPANIES

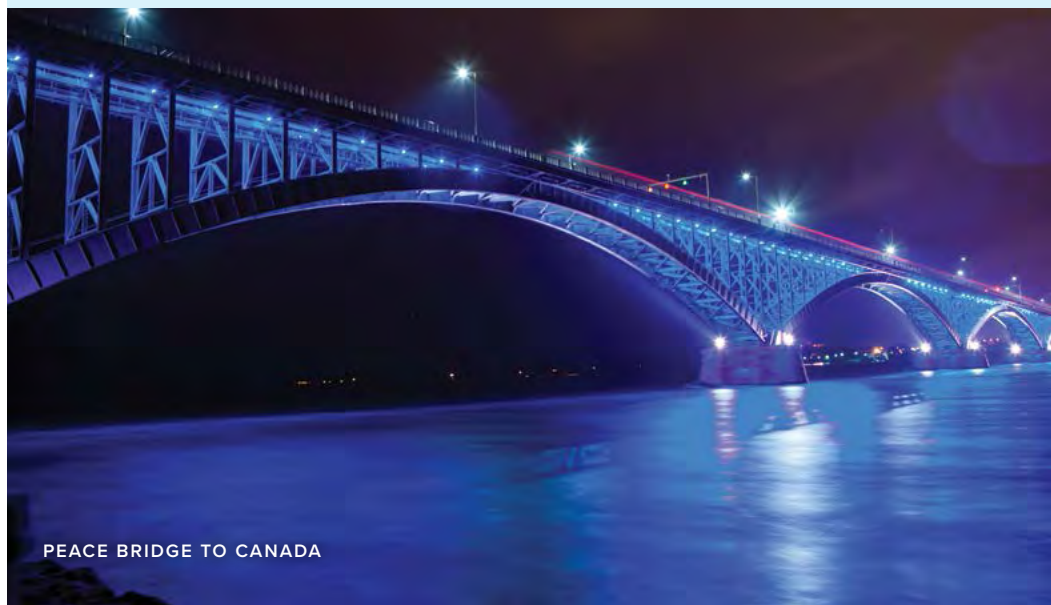
COMPANY	INDUSTRY	EMPLOYEES
Kaleida Health	Health care system	8,113
Catholic Health System	Health care system	7,347
M&T Bank	Commercial Bank	7,000
Tops Markets LLC	Supermarket retailer	5,423
Seneca Gaming Corp.	Entertainment	4,000
Wegmans Food Markets Inc.	Supermarket retailer	3,377
HSBC Bank NA	Financial Services	3,190
Roswell Park Cancer Institute	Hospital	3,157
GEICO	Insurance Services	3,060
People Inc.	Human Services	2,675
Moog Inc.	Manufacturer	2,500
Dresser-Rand Co.	Manufacturer	2,200
Delaware North Cos.	Hospitality and food service	1,908
Citigroup	Financial Services	1,800
General Motors Powertrain-Tonawanda Engine	Manufacturer	1,700
Ingram Micro Inc.	Distributor of microcomputer products	1,694
UB MD Physicians Group	Physicians	1,597
Blue Cross Blue Shield of Western New York	Health Insurance services	1,518
GM Components Holdings	Manufacturer	1,400

Source: Business First Book of Lists 2018

\$58.06 billion GROSS METRO PRODUCT

55th Largest METRO ECONOMY

2016, Source: U.S. Bureau of Economic Analysis



PEACE BRIDGE TO CANADA

EXPORTS

TOP 5 EXPORT INDUSTRIES

INDUSTRY	DOLLAR VALUE	SHARE
Chemicals	\$630 M	8.8%
Nonferrous Metal Products	\$390 M	5.5%
Pharmaceuticals	\$320 M	4.6%
Motor Vehicle Parts	\$320 M	4.6%
Credit Issuance & Lending	\$310 M	4.4%

Source: Brookings Institution, Export Monitor 2017

TOP THREE GAINS IN EXPORT INDUSTRIES, ANNUALIZED GROWTH 2003-2016

INDUSTRY	GROWTH
Credit Issuance & Lending	8.8%
Nonferrous Metal Products	5.5%
R&D Services	4.6%

Source: Brookings Institution, Export Monitor 2017

TOP FIVE EXPORTS, 2016

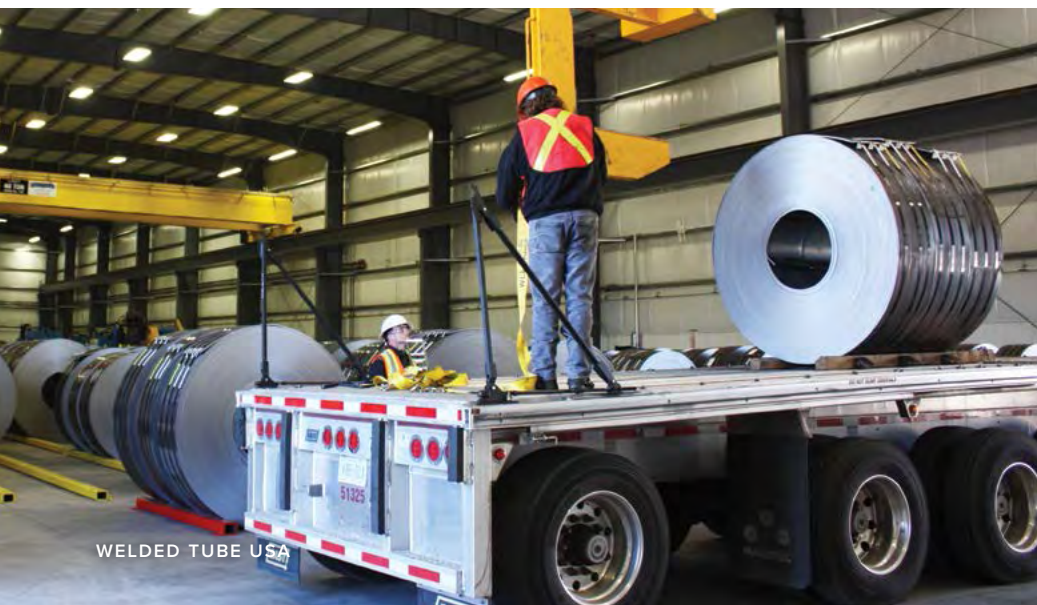
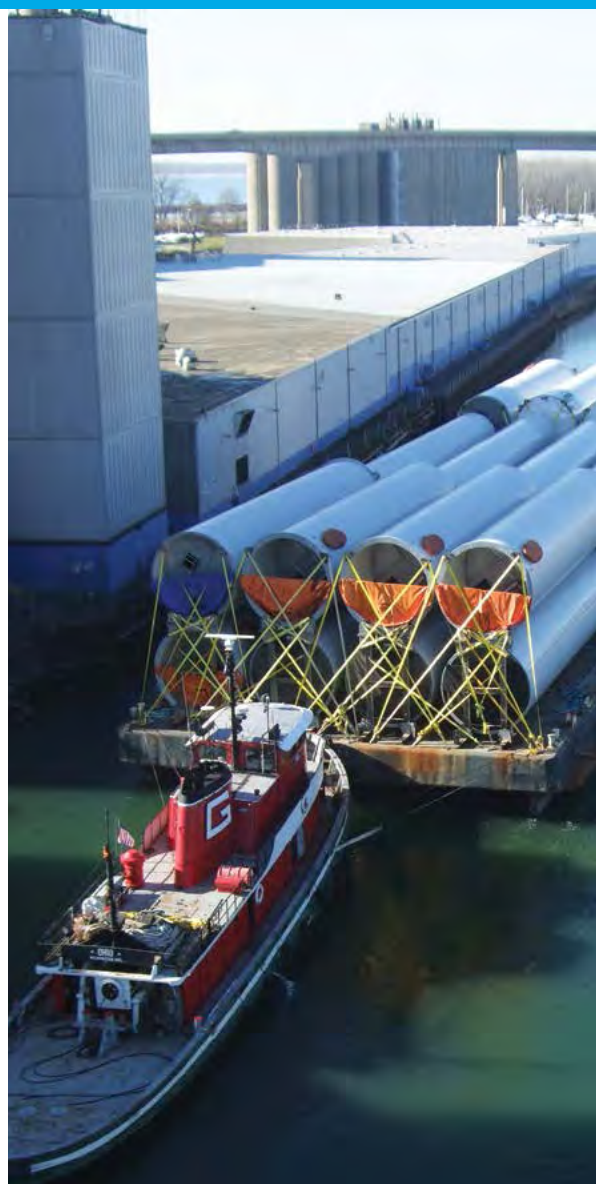
PRODUCT	EXPORT VALUE
Transportation Equipment Manufacturing	\$655,540,524
Machinery Manufacturing	\$619,630,344
Chemical Manufacturing	\$547,013,118
Primary Metal Manufacturing	\$408,223,427
Computer and Electronic Product Manufacturing	\$339,577,675

Source: US Department of Commerce, International Trade Administration (2016)

TOP FIVE EXPORT MARKETS, 2016

MARKET	EXPORT VALUE
Asia-Pacific Econ. Cooperation	\$3,324,910,598
Free Trade Agreement Countries	\$2,567,010,601
Trans-Pacific Partnership	\$2,446,764,596
North American Free Trade Agreement	\$2,092,774,468
Asia	\$1,472,363,000

Source: U.S. Department of Commerce, International Trade Administration (2016)



\$7.1 billion
EXPORTS VALUE, 2016

0.4%
EXPORT GROWTH RATE,
BY VALUE, 2008-2016

Source: Brookings Institution, Export Monitor 2017

Buffalo Niagara is a low cost alternative for insurance companies, back office operations, and technology design and development firms. The region's thriving advanced business services cluster is due to the low cost of operating and a large pool of talented labor. The high concentration of business degree programs at our local colleges and universities provide employers with the workforce they need at affordable wages. Data centers are also attracted to Buffalo Niagara for its temperate climate and low cost energy.



REGIONAL ADVANTAGES

- 38% of the population holds an associate degree or higher
- With numerous four-year colleges, recruiters have easy access to a yearly output of 25,000+ eager job seekers
- Buffalo Niagara boasts turnover rates that are half the national average
- Cost of living in Buffalo Niagara is 5.8% lower than the national average

Notable Employers

M&T Bank	<i>Commercial Bank</i>	7,000
HSBC Bank NA	<i>Financial Services</i>	3,190
GEICO	<i>Insurance Services</i>	3,060
Citibank NA	<i>Financial Services</i>	1,800
Ingram Micro	<i>Information Technology</i>	1,694
BlueCross BlueShield of WNY	<i>Insurance Services</i>	1,518
Independent Health	<i>Insurance Services</i>	1,081
Key Bank	<i>Commercial Bank</i>	825
Bank of America	<i>Financial Services</i>	750
Univera	<i>Health Insurer</i>	457

Source: Buffalo Business First Book of Lists 2018

INDUSTRY OVERVIEW

4,046 Facilities 2018

61,732 Jobs

8.5% of Total Jobs 2018

56 Majors

5,171 Graduates 2016

Source: EMSI

Top Occupations

MEDIAN HOURLY EARNINGS

Customer Service Representatives	\$15.68
Bill and Account Collectors	\$14.95
First-Line Supervisors of Office and Administrative Support Workers	\$25.18
Insurance Sales Agents	\$22.10
Tellers	\$13.68
Accountants and Auditors	\$30.47
Securities, Commodities, and Financial Services Sales Agents	\$27.20
Bookkeeping, Accounting, and Auditing Clerks	\$17.84
Secretaries and Administrative Assistants	\$15.99
General and Operations Managers	\$42.42

Source: EMSI

“We are thrilled to be expanding into Western New York because of the availability of strong qualified talent and an unrivaled work ethic.”

— Dave Masi, Executive Vice President
One Touch Direct



Manufacturing makes up \$12.4 billion in gross regional product (17% of the total) with the two largest export industries in our region (machinery manufacturing & chemical manufacturing).



A manufacturing mainstay since the 1800s, Buffalo Niagara remains ideally suited with the workforce (58,000+ skilled workers) and physical infrastructure manufacturers need to succeed.

The cost of doing business for manufacturers in New York has decreased with the recent elimination of the state corporate income tax. There is also no sales tax on production equipment, no inventory tax, and no personal property tax for manufacturers.

REGIONAL ADVANTAGES

- No state corporate income tax for manufacturing companies
- Renewable hydroelectric power at an extremely affordable cost
- Fifth-largest employment sector in the Buffalo Niagara economy, representing 58,000+ employees
- Buffalo Manufacturing Works, a new state-of-the-art facility providing applied R&D services in the areas of flexible automation controls, advanced materials and testing, additive manufacturing, and machining and finishing

Notable Employers

Moog Inc.	<i>Precision-control components and defense systems</i>	2,500
General Motors Powertrain Tonawanda Engine	<i>Car and boat engines</i>	1,700
GM Components Holdings	<i>Climate control and powertrain cooling systems</i>	1,400
Cummins, Inc.	<i>Diesel engines and engine components</i>	1,300
Sumitomo Rubber USA	<i>Tires</i>	1,300
Ford Motor Company	<i>Car part stamping and sub-assemblies</i>	1,100
Praxair, Inc.	<i>Industrial gases</i>	1,100
Fisher Price/Mattel	<i>Toys</i>	714
Aurubis Buffalo	<i>Copper products</i>	650

Source: Business First Book of Lists 2018

INDUSTRY OVERVIEW

1,473 Facilities 2018

58,815 Jobs

8.1% of Total Jobs 2018

27 Majors

3,814 Graduates 2016

Source: EMSI

Top Occupations

MEDIAN HOURLY EARNINGS

Team Assemblers	\$15.24
Machinists	\$20.28
First-Line Supervisors of Production and Operating Workers	\$28.56
Inspectors, Testers, Sorters, Samplers, and Weighers	\$17.59
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	\$25.53
General and Operations Managers	\$42.42
Electrical and Electronic Equipment Assemblers	\$13.96
Welders, Cutters, Solderers, and Brazers	\$18.56
Laborers and Freight, Stock, and Material Movers, Hand	\$13.02
Maintenance and Repair Workers, General	\$17.81

Source: EMSI

“We have been overwhelmed by the positive reception we’ve received in the wake of the announcement from the Governor and our partners at the University to local elected officials. We’ve been greeted with support, kindness and the belief that Bak USA will be much more than a company that manufactures tablet PCs.”

— Ulla Bak, President, Bak USA



Whether its yogurt production, food packaging, brewing, or distilling, Buffalo Niagara plays a major role in New York's agribusiness sector. In fact, our region is the leading producer of milk in the state, which says a lot considering New York is the 3rd largest dairy producing state in the nation and is 1st in yogurt, sour cream, and cottage cheese production.



Our proximity to Canada and the entire East coast helps food and dairy processors get their products to their customers. Employers note their proximity to a high concentration of local businesses and farms as a major advantage.

REGIONAL ADVANTAGES

- Available real estate with access to large water aquifers, municipal sewers, and waste water treatment facilities
- Third-largest dairy producing state in the U.S., and home to the largest dairy-producing county in New York State
- New state legislation making it easier for craft breweries and distilleries to conduct business
- University support and food processing programs

Notable Employers

Rich Products Corp	<i>Frozen food manufacturer</i>	1400
Upstate Niagara Co-Op Inc	<i>Dairy Production</i>	890
Fieldbrook Foods Corp	<i>Ice cream and frozen dessert manufacturer</i>	600
Steuben Foods Inc	<i>Dairy Processing</i>	540
Rosina Food Products	<i>Frozen food manufacturer</i>	446
Sorrento Lactalis Inc	<i>Cheese Manufacturer</i>	400
Perry's Ice Cream Co Inc	<i>Ice cream and frozen dessert manufacturer</i>	335
Associated Brands	<i>Dried and dehydrated food manufacturer</i>	300
Big Heart Pet Brands	<i>Pet food manufacturer</i>	300
Bonduelle USA Inc	<i>Frozen food manufacturer</i>	250

Source: Buffalo Business First Book of Lists 2018/New York State Department of Labor

INDUSTRY OVERVIEW

271 Facilities 2018

11,744 Jobs

1.6% of Total Jobs 2018

26 Majors

3,494 Graduates 2016

Source: EMSI

Top Occupations

MEDIAN HOURLY EARNINGS	
Packaging and Filling Machine Operators and Tenders	\$14.67
Food Batchmakers	\$17.55
Farmworkers and Laborers, Crop, Nursery, and Greenhouse	\$11.41
Laborers and Freight, Stock, and Material Movers, Hand	\$13.02
First-Line Supervisors of Production and Operating Workers	\$28.56
Industrial Truck and Tractor Operators	\$17.52
Bakers	\$11.42
Packers and Packagers, Hand	\$10.60
Food Cooking Machine Operators and Tenders	\$12.68
Inspectors, Testers, Sorters, Samplers, and Weighers	\$17.59

Source: EMSI

“Redland Foods is excited to begin a new chapter in our history of bringing snacking, baking, and confectionery food products to consumers with our new facility in Cheektowaga. Invest Buffalo Niagara played an important role in supporting our decision-making process and connecting us to suppliers, services, and customers in the WNY area.”

— Brian Paul, President and CEO, Redland Foods Corp.



©NANCY J. PARISI

The Buffalo Niagara Medical Campus is a world class asset that continues to grow by the day. The campus and the region are attracting more and more medical and life sciences professionals who are finding Buffalo Niagara to be the ideal place.



The University at Buffalo draws in a considerable amount of research funding. In fact, the region saw approximately \$350 million in research funding with two thirds dedicated to life sciences. While it's clear R&D activity is healthy in our region, we also rank 4th in the nation on a per capita basis of life sciences workers – 15% of the degrees conferred by the region's 21 institutions of higher education are in the life sciences.

REGIONAL ADVANTAGES

- 120+acre medical campus and collaborative research park focused on bioinformatics, life sciences, clinical care, and innovation
- Creation of 500 new IT jobs through IBM to develop next-generation software in the areas of molecular research, genomics, energy efficiency development, and defense
- More than 60 medical device companies are located here, among them manufacturers of anesthesia equipment, high-tech fabrics, thrombic-free pumps, imaging tools, ophthalmic, filtration media, and infusion pumps

Notable Employers

MEDICAL DEVICE	DIAGNOSTICS	THERAPEUTICS
Baxter Healthcare Corporation	AESKU.DIAGNOSTICS	Ceno Technologies Incorporated
Greatbatch (Integer)	ZeptoMetrix	Cleveland BioLabs, Inc.
Harmac Medical Products, Inc.	Immco Diagnostics, a Trinity Biotech company	Frenesius-Kabi USA
Polymer Conversions, Inc.	OmniSeq	Photolitec
Tapecon, Inc.	Rheonix	Thermo Fisher Scientific

Source: Buffalo Business First Book of Lists 2018 / NYS Dept. of Labor

INDUSTRY OVERVIEW

200 Facilities 2018

10,031 Jobs
1.3% of Total Jobs 2018

31 Majors

4,506 Graduates 2016

Source: EMSI

Top Occupations

MEDIAN HOURLY EARNINGS	
Medical Scientists, Except Epidemiologists	\$34.08
Team Assemblers	\$15.24
Inspectors, Testers, Sorters, Samplers, and Weighers	\$17.59
General and Operations Managers	\$42.42
Industrial Engineers	\$38.68
Packaging and Filling Machine Operators and Tenders	\$14.67
Electrical and Electronic Equipment Assemblers	\$13.96
Mechanical Engineers	\$35.74
Dental Laboratory Technicians	\$17.83
Social Science Research Assistants	\$14.95

Source: EMSI

“I am very thankful for the assistance and support provided by Invest Buffalo Niagara and state and local agencies. Their involvement was instrumental in our German parent company's decision to select Buffalo. Western New York is a fantastic place to live and work. You can find hardworking, sincere and dedicated employees here. I am blessed to have Buffalo as a place to learn, work, and play.”

— Vijay Kumar, vice-president, AESKU.DIAGNOSTICS



©KC KRATT

Ever since the Erie Canal opened in 1825, our region has been home to successful commerce connections throughout the U.S. and Canada. Today, this access continues to set the Buffalo Niagara region apart. Our best assets for logistics companies include:



- Positioned within 500 miles (800 km) of 40% of the binational U.S./Canadian population
- Seven international ports of entry
- Four Class I railroads including two intermodal container ramps
- Multimodal, same-day connections to the Port of New York/New Jersey
- 110 daily flights from Buffalo Niagara International Airport
- Two certified general use Foreign Trade Zones (No. 23 Buffalo & No. 34 Niagara Co.) and a strong industrial real estate market
- Lake freighter and barge service on Lake Erie, Lake Ontario, and the Niagara River

INDUSTRY OVERVIEW

2,135 Facilities 2018

34,366 Jobs

4.7% of Total Jobs 2018

32 Majors

3,673 Graduates 2016

Source: EMSI

Top Occupations

MEDIAN HOURLY EARNINGS	
Heavy and Tractor-Trailer Truck Drivers	\$19.71
Laborers and Freight, Stock, and Material Movers, Hand	\$13.02
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	\$25.53
Light Truck or Delivery Services Drivers	\$14.35
Customer Service Representatives	\$15.68
General and Operations Managers	\$42.42
Stock Clerks and Order Fillers	\$10.95
Office Clerks, General	\$13.56
Industrial Truck and Tractor Operators	\$17.52
Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	\$34.91

Source: EMSI

“Buffalo Niagara is a growing, vibrant, and exciting community. The area needs a new player in the market, which led us to work with Invest Buffalo Niagara and establish a presence here.”

— Jim Anastasiadis, President and CEO, Magic White Inc.



INNOVATION

The Buffalo Niagara region's university-based R&D expenditures grew by 27.8% between 2006-2016, increasing from \$304.8 million to \$389.6 million. Industry supported 5.9% of research expenditures at the University of Buffalo in 2016 compared to 2.2% nationwide. Buffalo Niagara colleges and universities accounted for 15.3% of the Upstate New York R&D Expenditures in 2016. The SUNY-Buffalo campuses accounted for almost all (97.5%) of the university R&D expenditures in the Buffalo Niagara region.

TOP UTILITY PATENTS

CLASS TITLE	2010	2011	2012	2013	2014	2015	TOTAL
Refrigeration	7	6	4	11	7	11	271
Organic Compounds (includes Classes 532-570)	18	18	12	33	38	22	257
Chemistry: Electrical Current Producing Apparatus, Product, and Process	9	6	10	2	7	2	173
Drug, Bio-Affecting and Body Treating Compositions (includes Class 514)	15	17	17	12	13	17	165
Heat Exchange	12	6	3	4	1	6	115
Gas Separation: Processes	10	4	11	11	5	2	104
Surgery (includes Class 600)	4	1	2	11	6	4	91
Compositions	9	10	6	7	5	11	89
Stock Material or Miscellaneous Articles	2	8	4	5	6	2	81
Synthetic Resins or Natural Rubbers (includes Classes 520-528)	3	3	3	3	2	9	77
Chemistry: Molecular Biology and Microbiology	5	5	4	3	4	3	69
Amusement Devices: Toys	4	7	3	3	5	4	66
Static Structures (e.g., Buildings)	1	5	4	3	9	7	59
Cleaning Compositions for Solid Surfaces, Auxiliary Compositions Therefor, or Processes of Preparing the Compositions	4	4	3	4	6	1	59
Metal Working	3	4	2	2	0	4	58
Chemistry of Inorganic Compounds	0	7	2	1	2	1	56
Chemical Apparatus and Process Disinfecting, Deodorizing, Preserving, or Sterilizing	4	6	7	7	7	4	54

TOP ORGANIZATIONS RECEIVING PATENTS

FIRST-NAMED ASSIGNEE	2010	2011	2012	2013	2014	2015	TOTAL
Praxair Technology, Inc.	32	30	35	40	21	26	519
Honeywell International Inc.	27	33	27	38	56	44	345
Delphi Technologies, Inc.	19	12	7	9	6	8	288
Mattel Inc.	10	16	23	19	9	12	228
Greatbatch Ltd.	18	11	14	7	16	12	224
Research Foundation of State University of New York	19	12	6	10	4	6	180
Health Research, Incorporated	4	9	7	4	3	3	84
Multisorb Technologies, Inc.	3	5	3	3	3	3	54
Unifrax I LLC	2	6	3	5	8	6	41

Buffalo Niagara Falls MSA, Source: U.S. Patent and Trademark office (USPTO)



967 patents

WERE ISSUED IN THE
BUFFALO NIAGARA
MSA BETWEEN
2010-2015;

617 AWARDED TO INDIVIDUALS

ENTREPRENEURIAL SUPPORT

Entrepreneurs interested in starting a company in Buffalo Niagara have many resources available. Many of the region's companies have spun out of one of the myriad of institutions, schools, and research centers in the region. These maturing companies receive support, guidance, and often funding from a network of business resources and specialized facilities.

INCUBATORS, ACCELERATORS, & CO-WORKING SPACES

From innovative medical devices to cutting-edge research and testing services, Buffalo Niagara has a number of places and people to support your specific needs.

- Buffalo Niagara Medical Campus Innovation Center
- D!G Buffalo
- Innovation Zone at the MedTech Commercialization Centre
- Harrison Place
- IncubatorWorks
- Fredonia Technology Incubator
- UB Technology Incubator at Baird Research Park
- UB Biosciences Incubator at Buffalo Clinical & Translational Research Center
- UB Innovation Hub
- Western New York Incubator Network
- Z80 Labs

SMALL BUSINESS DEVELOPMENT CENTERS

With more than 55,000 small businesses all throughout Western New York and the Finger Lakes region, we understand the importance as well as the specific needs of startups and entrepreneurs. Here are some of the development centers specifically created to support small businesses:

- Buffalo Urban League
- Buffalo State College Small Business Development Center
- Entrepreneurial Assistance Program
- Jamestown Small Business Development Center
- Niagara Small Business Development Center
- SCORE Buffalo Niagara
- Women's Business Center

The **Center for Computational Research (CCR)** is one of the leading academic super-computing sites in the U.S. providing faculty and collaborators (including companies) access to high-performing computing and visualization resources.

**\$20.5+
Billion**
IN RECENT
PUBLIC/PRIVATE
INVESTMENTS

2017 Buffalo Business First - Core Strength



BRIGHT BUFFALO NIAGARA

©NANCY J. PARISI



©NANCY J. PARISI



43 NORTH

©NANCY J. PARISI

DEVELOPMENT RESOURCES

Whether it's in the realm of life sciences or other technological breakthroughs, Buffalo Niagara houses a number of research and innovation centers, workshops, and consulting services. Explore the services below to find the right size of development support for you:

- Buffalo Clinical & Translational Research Center (CTRC)
- Center for Entrepreneurial Leadership (CEL)
- Ceramics Corridor Business Innovation Center
- Insyte Consulting
- LaunchNY
- New York State Center for Engineering Design and Industrial Innovation (NYSCEDI)
- New York State Center of Excellence in Bioinformatics & Life Sciences
- New York State Center of Excellence in Materials Informatics
- Pre-Seed Workshop
- StartOneNY
- UB Center for Industrial Effectiveness (TCIE)
- UB Office of Science, Technology Transfer and Economic Outreach (STOR)
- Western New York Incubator Network (WIN)

COMPETITIONS & EVENTS

For some, a competition can be the perfect catalyst for launching the next big innovation. Not only do these local resources provide all important funding to the winners, they help everyone with formulating plans:

- 43North, Global Business Plan Competition
- Bright Buffalo Niagara
- Henry A. Panasci Jr. Technology Entrepreneurship Competition
- Startup Grind Buffalo
- Startup Weekend

**NAMED A
REGION TO
WATCH**

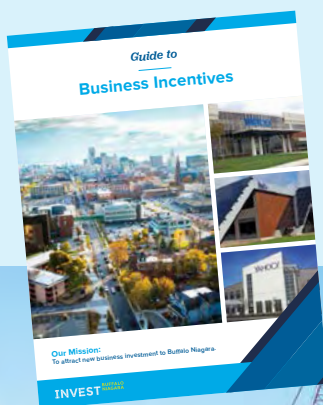
By New Geography (2014)

INCENTIVES

Incentive programs offered by New York State, local governments, and utilities provide a competitive edge, reducing costs for companies looking to locate in Buffalo Niagara. These incentives include standard tax benefits:

- No state corporate income tax for manufacturing companies
- No inventory/real personal property tax
- No sales tax on production or R&D equipment

For more information on incentives, please contact Invest Buffalo Niagara, or view our **Guide to Business Incentives** at BuffaloNiagara.org.



TAX FREE ZONES FOR NEW & EXPANDING COMPANIES



START-UP NY, Governor Cuomo's groundbreaking initiative, is transforming communities across the state into tax-free sites for new and expanding businesses through affiliations with public and private universities, colleges, and community colleges. Now, businesses can operate 100% tax-free for 10 years. No state or local income tax, business, corporate, sales and property taxes, or franchise fees on or near academic campuses. In addition, qualified employees pay no personal state income tax.

EXCELSIOR JOBS PROGRAM

The Excelsior Jobs Program provides job creation and investment incentives to firms in targeted industries such as biotechnology, pharmaceutical, high-tech, clean-technology, green technology, financial services, agriculture, and manufacturing. Firms in these industries that create and maintain new jobs or make significant financial investment are eligible to apply for up to four, **fully refundable** tax credits. Businesses claim the credits over a 10 year period.

- **The Excelsior Jobs Tax Credit:** A credit of 6.85 percent of wages per new job to cover a portion of the associated payroll cost.
- **The Excelsior Investment Tax Credit:** Valued at two percent of qualified investments.
- **The Excelsior Research and Development Tax Credit:** A credit of 50 percent of the Federal Research and Development credit up to three percent of research expenditures in NYS.
- **The Excelsior Real Property Tax Credit:** Available to firms locating in certain distressed areas and to firms in targeted industries that meet higher employment and investment thresholds (Regionally Significant Project).

LOCAL INDUSTRIAL DEVELOPMENT AGENCY (IDA) TAX ABATEMENTS

- **Property Tax Abatement** – Conventional Payment in Lieu of Taxes (PILOT) schedules are administered by the IDA taking title to real property and requiring landowners to make payments in an agreed percentage for a specified number of years. The abatement of these taxes (property, school, and county), typically last for a seven or ten year period.
- **Sales Tax Abatement** – Abatement of Sales Tax requires the IDA to function as the purchaser of eligible merchandise prior to the transaction. This benefit can be used towards the purchase of nonproduction equipment and construction materials.
- **Mortgage Recording Tax Abatement** – The New York State Mortgage Recording Tax for commercial property is one percent (1% of the principal amount of the bond/mortgage). Local IDAs may exempt approved projects from payment of mortgage recording tax, based on appropriate economic development factors.

GREEN, CLEAN HYDROPOWER

Low-cost hydropower has been reserved by New York State law for companies planning to build or expand in the Buffalo Niagara region. The program offers renewable hydroelectric power at an extremely affordable cost. Allocations depend on project size and scope, in particular, new job creation. This program is administered by the New York Power Authority (NYPA) and is allocated through a competitive process.

WORKFORCE DEVELOPMENT

Training Programs & Funding Opportunities

Invest Buffalo Niagara connects businesses with local organizations to access available training funds, locate training resources, and link companies with qualified job seekers.

NEW YORK STATE DEPARTMENT OF LABOR (NYSDOL)

NYSDOL Business Services offers many services to help with workforce needs, including: customized recruitment and career fairs, hiring incentives such as tax credits and on-the-job training (OJT), workforce intelligence, apprenticeship programs, New York Job Service Employer Committee (JSEC), and human resource consultation services.

The “Jobs Express” new website helps residents seeking employment. Current job openings are sorted by region to help job seekers evaluate what industries are growing in their area and learn what opportunities are available in that economic sector.

BUFFALO AND ERIE COUNTY WORKFORCE INVESTMENT BOARD (WIB)

The Buffalo and Erie County Workforce Investment Board is a private sector board that is charged with developing, coordinating, and overseeing publicly funded workforce development/training initiatives. The WIB is committed to creating and promoting a workforce development system that is user-friendly and responsive to the needs of both the individual training/job applicant, and/or the business organization seeking assistance.

The overall goal of the WIB is to develop and sustain a unified, cost effective, and labor market driven system that facilitates economic development and business growth.

BUFFALO EMPLOYMENT & TRAINING CENTER

The Buffalo Employment & Training Center (BETC) is committed to working with Buffalo and Erie County residents and employers in matching potential employees with the necessary skills to the needs of employers. The BETC offers services and events in the following areas: workshops, career planning, education and training, job search assistance, and services for employers.

UNIVERSITY AT BUFFALO'S EDUCATIONAL OPPORTUNITY CENTER

The Educational Opportunity Center (EOC) provides leadership to Western New York by offering academic and vocational training to employees in various industries. The objective of the EOC is to provide training programs which correlate with the needs of employers. Such programs include: soft skill training, job matching through career exploration, academic assessments, career assessments, and academic and vocational training.

WORKFORCE TRAINING CENTER AT NORTHLAND

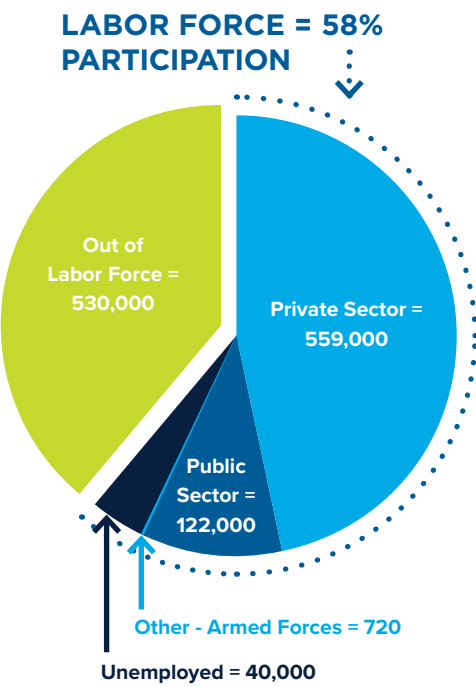
On July 15, 2015, Governor Andrew M. Cuomo unveiled plans for the \$44 million Western New York Workforce Training Center, a new hub which will focus primarily on training for careers in the advanced manufacturing and energy sectors. With plans to begin operations in late 2018, this hub will co-locate two training facilities: an Advance Manufacturing Training Center and a Utility of the Future & Clean Energy Training Center.

EMPLOYEE TRAINING INCENTIVE PROGRAM

The Employee Training Incentive Program provides refundable tax credits to New York State employers for procuring skills training that upgrades, retrain or improves the productivity of their employees. Businesses can also receive tax credits for approved internship programs that provide training in advanced technology. The ETIP will make \$5 million in tax credits available to businesses annually, with up to \$1 million in credits available for approved programs.



Distribution of Labor Supply



Sources: 2016 Estimate, Source: America's Community Survey (5-Year Estimates 2011-2016); NYS Department of Labor (2017 Annual)

% OF EMPLOYERS OFFERING BENEFITS TO MOST OR ALL EMPLOYEES	
Tuition Reimbursement	95%
Paid Time Off	95%
Heath Insurance for employee and family	86%
Dental Insurance	74%
401(k) or equivalent	73%
Short-term disability	72%
Vision Insurance	59%
Long-term disability	59%
Pension	14%
Child Care	7%

Source: Buffalo Niagara Labor Market Assessment 2017



“Buffalo Niagara has provided us with such a strong, trained workforce.”

— Gordon Angles, Chief Executive Officer, First Source

WAGES & SALARY

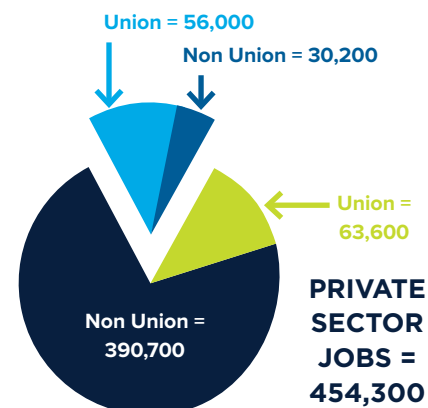


© 2016 UNIVERSITY AT BUFFALO | DOUGLAS LEVERÉ

Unionized Jobs in Buffalo-Niagara Falls MSA

At 65%, the region's public-sector jobs are highly unionized; in contrast, only 14% of private-sector jobs are unionized.

PUBLIC SECTOR JOBS = 86,200



Sources: Quarterly Census of Employment and Wages (2016), Unionstats.com (2016)

BUFFALO-NIAGARA FALLS MSA WAGES ARE 5% BELOW NATIONAL AVERAGE

OCCUPATION	TOTAL EMPLOYMENT	MEAN HOURLY	MEAN ANNUAL
Office and Administrative Support Occupations	89,690	\$18.14	\$37,730
Sales and Related Occupations	58,060	\$18.86	\$39,230
Food Preparation and Serving Related Occupations	53,770	\$12.12	\$25,220
Education, Training, and Library Occupations	41,040	\$26.25	\$54,600
Production Occupations	35,340	\$38.66	\$80,400
Healthcare Practitioners and Technical Occupations	34,370	\$19.46	\$40,480
Transportation and Material Moving Occupations	30,770	\$16.89	\$35,130
Business and Financial Operations Occupations	25,110	\$33.96	\$70,640
Management Occupations	22,860	\$56.37	\$117,250
Personal Care and Service Occupations	21,920	\$13.00	\$27,040
Installation, Maintenance, and Repair Occupations	20,380	\$22.76	\$47,350
Construction and Extraction Occupations	19,230	\$24.56	\$51,090
Building and Grounds Cleaning and Maintenance Occupations	17,350	\$14.51	\$30,170
Protective Service Occupations	15,280	\$22.44	\$46,670
Healthcare Support Occupations	15,090	\$15.37	\$31,980
Computer and Mathematical Occupations	13,710	\$35.36	\$73,560
Community and Social Services Occupations	10,930	\$22.07	\$45,900
Architecture and Engineering Occupations	7,710	\$36.57	\$76,070
Arts, Design, Entertainment, Sports, and Media Occupations	5,890	\$25.81	\$53,680
Life, Physical, and Social Science Occupations	4,610	\$28.08	\$58,420
Legal Occupations	4,590	\$44.77	\$93,120
Farming, Fishing, and Forestry Occupations	50	\$21.61	\$44,950

Source: US Department of Labor Occupational Employment and Wage Data, Buffalo-Niagara Falls MSA 2017

HIGHER EDUCATION



©SUNY AT FREDONIA

MORE THAN 38%
OF THE REGION'S
WORKFORCE HAVE
A COLLEGE DEGREE.

101,000+
students
ARE ENROLLED
IN 2- AND 4-YEAR
COLLEGES, PRODUCING

25,000+
graduates
ANNUALLY.

More Western New Yorkers earn undergraduate and advanced degrees than ever before — and they're building their futures here. In any year, more than 105,000 students enroll in nearly two dozen colleges and universities, studying everything from biomedical engineering and business, to green technologies development, urban planning, and media arts.

The State University of New York (SUNY) is the largest comprehensive university system in the U.S., consisting of 64 institutions, including research universities, academic medical centers, liberal arts colleges, community colleges, colleges of technology, and an online learning network. SUNY educates approximately 431,000 students in more than 7,000 degree and certificate programs, and nearly two million in workforce and professional development programs.

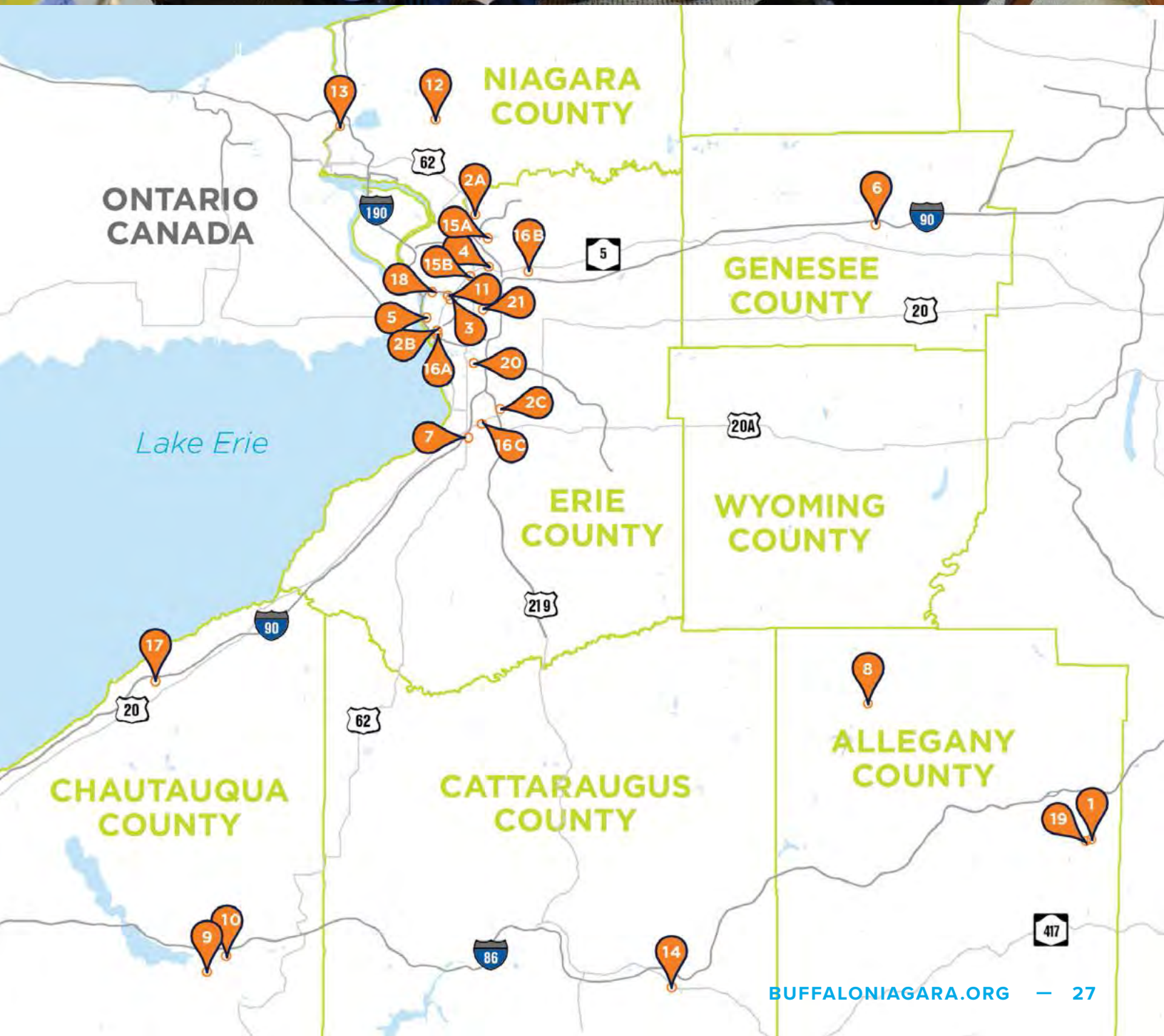
COLLEGES AND UNIVERSITIES

KEY	SCHOOL		TYPE	
1	Alfred University	2,390	4-year	Private
2A	Bryant & Stratton Amherst	306	2-year	Private
2B	Bryant & Stratton Buffalo	477	2-year	Private
2C	Bryant & Stratton Southtowns	469	2-year	Private
3	Canisius College	3,734	4-year	Private
4	Daemen College	2,760	4-year	Private
5	D'Youville College	2,965	4-year	Private
6	Genesee Community College	6,135	2-year	SUNY
7	Hilbert College	866	4-year	Private
8	Houghton College	1,059	4-year	Private
9	Jamestown Business College	311	2-year	Private
10	Jamestown Community College	4,617	2-year	SUNY
11	Medaille College	2,053	4-year	Private
12	Niagara County Community College	5,893	2-year	SUNY
13	Niagara University	4,017	4-year	Private
14	Saint Bonaventure University	2,040	4-year	Private
15 A-B	SUNY at Buffalo	30,184	4-year	SUNY
16 A-C	SUNY Erie Community College	11,278	2-year	SUNY
17	SUNY at Fredonia	4,603	4-year	SUNY
18	SUNY College at Buffalo	9,475	4-year	SUNY
19	SUNY College of Technology at Alfred	3,735	4-year	SUNY
20	Trocaire College	1,428	2-year	Private
21	Villa Maria College Buffalo	589	4-year	Private

* There are three WNY locations; two offer only associates or less, last offers bachelors as well.

** WNY has other professional/trade schools not included in this total.

Source: US Department of Education, National Center for Education Statistics (2017 Enrollment)



QUALITY OF LIFE

**MEDIAN
HOME PRICE
BUFFALO-NIAGARA
FALLS, NY
\$146,200**

Source: National Association of Realtors
- Median Home Price - Q4 2017

**HOUSING
OPPORTUNITY INDEX
BUFFALO-NIAGARA
FALLS, NY
78.6%
of homes
AFFORDABLE TO
FAMILIES MAKING
MEDIAN INCOME**

Source: National Association of Home Builders
- Housing Opportunity Index - Q4 2017

**COST OF LIVING = 94.2
5.8% BELOW
NATIONAL AVERAGE**

Source: C2ER Cost of Living Index - Q1 2018

**200
SUNNY DAYS
AVERAGE PER YEAR**

Source: Weatherbase.com 2016

Cost of Living Comparison

Want to know how living in Buffalo Niagara compares to other cities, in terms of how far your paycheck will go? An individual would need to make "x" (the salary listed in the right column) in the corresponding metro region, to have the same standard of living making \$60,000 in Buffalo Niagara.

METRO AREA	SALARY
New York	\$156,369
San Francisco	\$124,649
Seattle	\$97,452
Los Angeles	\$93,694
Boston	\$93,312
San Diego	\$91,910
Portland	\$82,802
Chicago	\$79,044
Providence	\$77,834
Hartford	\$75,286
Baltimore	\$75,095
Philadelphia	\$72,547
Denver	\$71,019
Dallas	\$67,707
Minneapolis	\$66,879
Atlanta	\$63,057
Pittsburgh	\$62,675
Cleveland	\$62,420
Austin	\$62,125
Charlotte	\$61,974
Albuquerque	\$61,656
Phoenix	\$61,146
Richmond	\$60,700
Kansas City	\$60,700
Buffalo	\$60,000
Jacksonville	\$59,554

Source: Council for Community & Economic Research; Cost of Living Index (2017)

HOTTEST CONSTRUCTION MARKET IN THE NORTHEAST

- U.S. Bureau of Labor Statistics, 2015

Most **Affordable** MAJOR U.S. HOUSING MARKET

- National Association of Home Builders,
November 2015

#11 AMERICAN CITY FOR **WOMEN** **EXECUTIVES**

- Citrix ShareFile, 2017

RANKED 2ND MOST **BOOMING** STARTUP ECOSYSTEM

- Entrepreneur.com, July 2017

RANKED #6 **BEST QUALITY** **OF LIFE**

- The Huffington Post, August 2014

RANKED #1 **Friendliest** **City**

- Travel & Leisure, 2017

RANKED 10TH **HAPPIEST** CITY TO WORK IN

- Forbes, January 2016

12TH BEST **College** **Town** FOR MID-SIZED AMERICAN CITIES

- American Institute for Economic Research, November 2015

4TH EASIEST **CITY TO** **GET RICH IN**

- Business Insider, 2017



ABOUT INVEST BUFFALO NIAGARA

Founded in 1999, Invest Buffalo Niagara represents the eight counties of Western New York. We are the region's nonprofit, privately funded economic development organization focused on job creation. Our mission is to attract new employers to the Buffalo Niagara region through outreach to growing companies around the world.

To support business attraction, expansion, and entrepreneurship, Invest Buffalo Niagara collaborates with local businesses, universities, nonprofit organizations, and elected officials to deliver a unified response to regional economic development opportunities.

Our team of professional economic development consultants provides services to companies considering the Buffalo Niagara region, particularly for the first time.

HOW WE HELP

From research to ribbon-cutting, we serve as a single point of entry for economic development inquiries and offer a comprehensive suite of client-driven project management services to companies and consultants evaluating the market area:

- Facilitation of cross border due diligence process for international companies
- Confidential and custom site location assistance
- Labor market analysis and demographics
- Serve as your regional concierge
- Personalized multi-region data comparisons
- Facilitation of state and local incentive programming
- Introductions to professional service providers and partners
- Meetings with community and business leaders
- Assistance with workforce and recruitment training needs

Millennials Are Moving to Buffalo & Living Like Kings

—Gothamist, Jan. 28, 2015

From Refugees to a Reunion, Buffalo Lives Up to its Welcoming Reputation

—New York Times, 2018

Entrepreneurial Spirit Is Driving Buffalo Forward

—The Huffington Post, June 11, 2015

The Wind and Sun Are Bringing the Shine Back to Buffalo

—The New York Times, July 20, 2015

Buffalo is shedding its rusty roots and experiencing a bona-fide renaissance.

— New York Times, 2018

For anyone who hasn't been to Buffalo in a few years, it hits you like a sledge hammer.

—ESPN.com, Jan. 21, 2015

OUR INVESTORS

Invest Buffalo Niagara is supported by more than 60 valuable investors and partners – you won't find a better place to get the assistance and encouragement you need. Thanks to their support, we are able to provide our services at no cost. Our investors and partners are dedicated to helping Invest Buffalo Niagara bring companies like yours to the region.

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